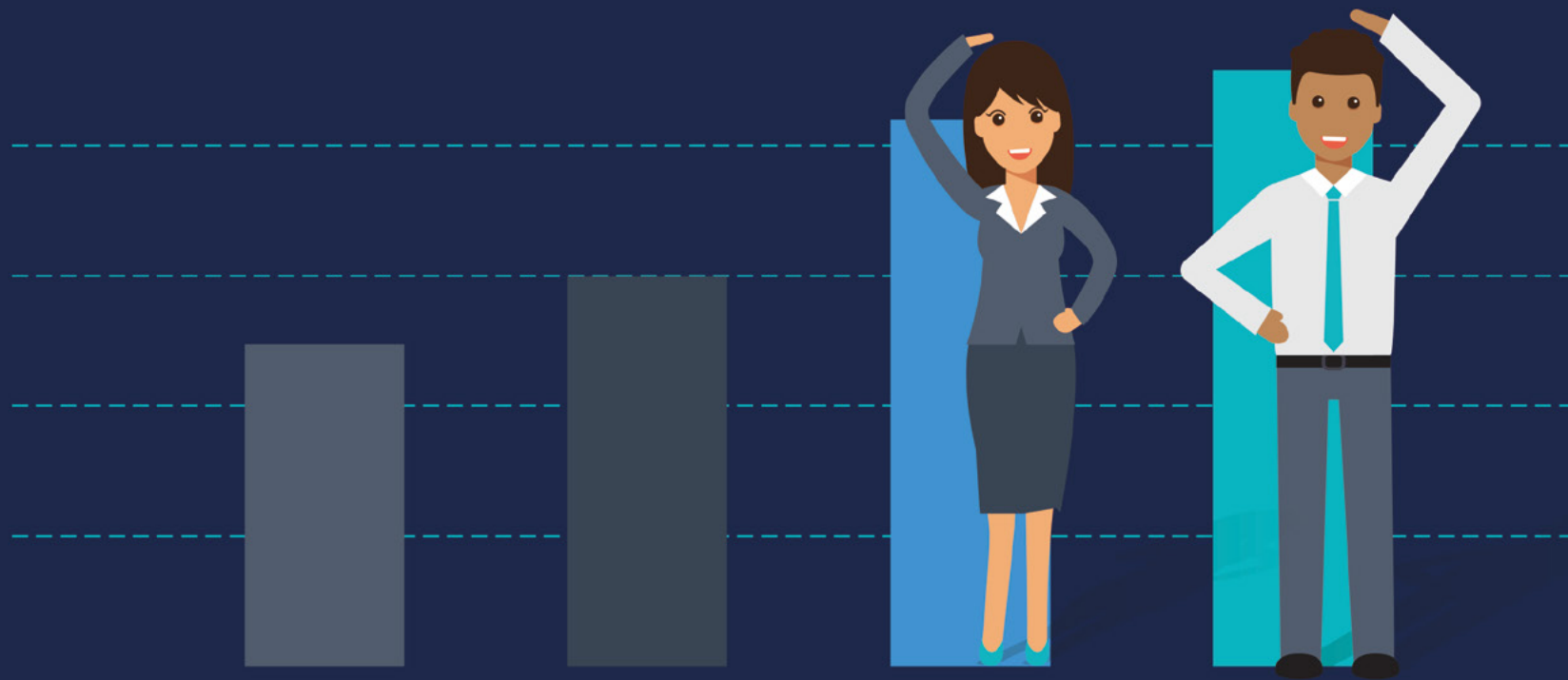# Are you outgrowing your accounting software?

Drive your digital transformation with Microsoft Dynamics 365 for Financials

The solution that SMBs have been waiting for

When considering business software, consolidating information, making better decisions and enabling growth are three of the most important requirements for any small to medium business (SMB).

Companies want to be confident that whatever business management solution they choose it can manage all of their end-to-end operations in a single system. They also want to ensure that it delivers results and doesn't break the bank.

Unfortunately, this dream software didn't exist on the global market... until now.

Microsoft has been delivering business applications for many years. From the Microsoft Dynamics Range (NAV, GP, AX & CRM) to the more familiar apps such as Outlook and Word, which recently became elements of Office 365. With the creation of their new solution, Dynamics 365, Microsoft is taking business software to the next level of cloud technology.

An innovation in fully-integrated business management software, Dynamics 365 will revolutionise the way we do business today and well into the future.

Its most innovative feature is the ability to adapt the software with industry-specific apps, creating a unique, bespoke system that's perfectly suited to the needs of any business.

To support the launch of Microsoft Dynamics 365 for Financials (Business Edition) in the UK, this guide will explain its capabilities, features and benefits.

If your company is ready to grow and evolve, we'll tell you why Microsoft Dynamics 365 can help you drive digital transformation and take your business to the next level.

Microsoft Dynamics 365: The story so far...

So, what is Microsoft Dynamics 365?

It's the latest SaaS (Software as a Service) solution and a revolution in business management software that will change the way organisations operate.

While that might seem like a bold claim, the facts speak for themselves.

Microsoft Dynamics 365 connects processes, improving productivity and encouraging communication in a way that hasn't been seen before. As a result, employees can operate more efficiently, effectively and intelligently, enabling faster growth and better business insight.

You can also choose from several integrated solutions that will help your organisation to work smarter and faster.

What is Microsoft Dynamics 365 for Financials?

Microsoft Dynamics 365 for Financials is a financial management solution designed specifically for the modern SMB market.

To highlight its capabilities, features and the benefits it can bring to an organisation, the following pages are based on the Business Edition of the software.

Offering mobile-first business performance insight and functionality, it simplifies the way you analyse and manage your company's real-time performance. As a cloud solution, Microsoft Dynamics 365 consolidates all business systems into one, giving you a true 360° view of your business, and its customers. And with its familiar Office interface, you can get up and running immediately.

Whether it's your first step into the business world or you've been trading for years, Microsoft Dynamics 365 for Financials is packed with core capabilities that will satisfy any SMB.

DOWNLOAD THE MICROSOFT DYNAMICS 365 FOR FINANCIALS CAPABILITIES GUIDE

Core Capabilities:

Financial Management
Get complete control of your financial performance from scheduling, budgeting and real-time banking to setting up GL codes and credit card feeds.

Inventory Management
Super quick item search capabilities to track down product availability, substitutes and relevant purchases.

Sales Transactions
Posting sales is simple. Even with customer rates and partner discounts, the cycle can be viewed, automated and optimised.

Purchasing
Universal Product Codes can cross-reference discount agreements, removing uncertainty and duplication.

Project Management
Unify teams that estimate, schedule, cost and manage customer projects and give senior management full, real-time visibility.

Additional Capabilities
Going beyond standard SMB ERP functionality, get multiple currency and document reporting as well as add-in applications in AppSource.

Which edition of Microsoft Dynamics 365 for Financials is right for you?

There are two editions of Microsoft Dynamics 365 available, each catering for the differing needs of organisations based on their size and available budget.

Microsoft Dynamics 365 Enterprise Edition
Flexible and scalable, the Enterprise Edition can be run on the cloud, on-premises, or through a hybrid deployment.

Microsoft Dynamics 365 apps are designed to be easily and independently deployed so you can start small and only pay for what you need. With flexible subscriptions and scalable capacity, the system can keep pace with your organisation's growth.

Based on AX, Microsoft's enterprise solution, it's suitable for organisations with more than 250 employees and will include:

• Sales
• Customer Service
• Operations (Dynamics AX)
• Project Service Automation
• Marketing
• Field Service
• Power BI
• PowerApps

Microsoft Dynamics 365 Business Edition
The Business Edition is a complete business and financial management solution for small and midsized organisations that have either outgrown their existing accounting software or are looking for their first system.

With built-in intelligence and seamless integration with Office 365, creating and sharing reports becomes easier, improving the decision-making process.

It's suited for organisations with up to 250 employees and will include, Financials, Sales and Marketing.

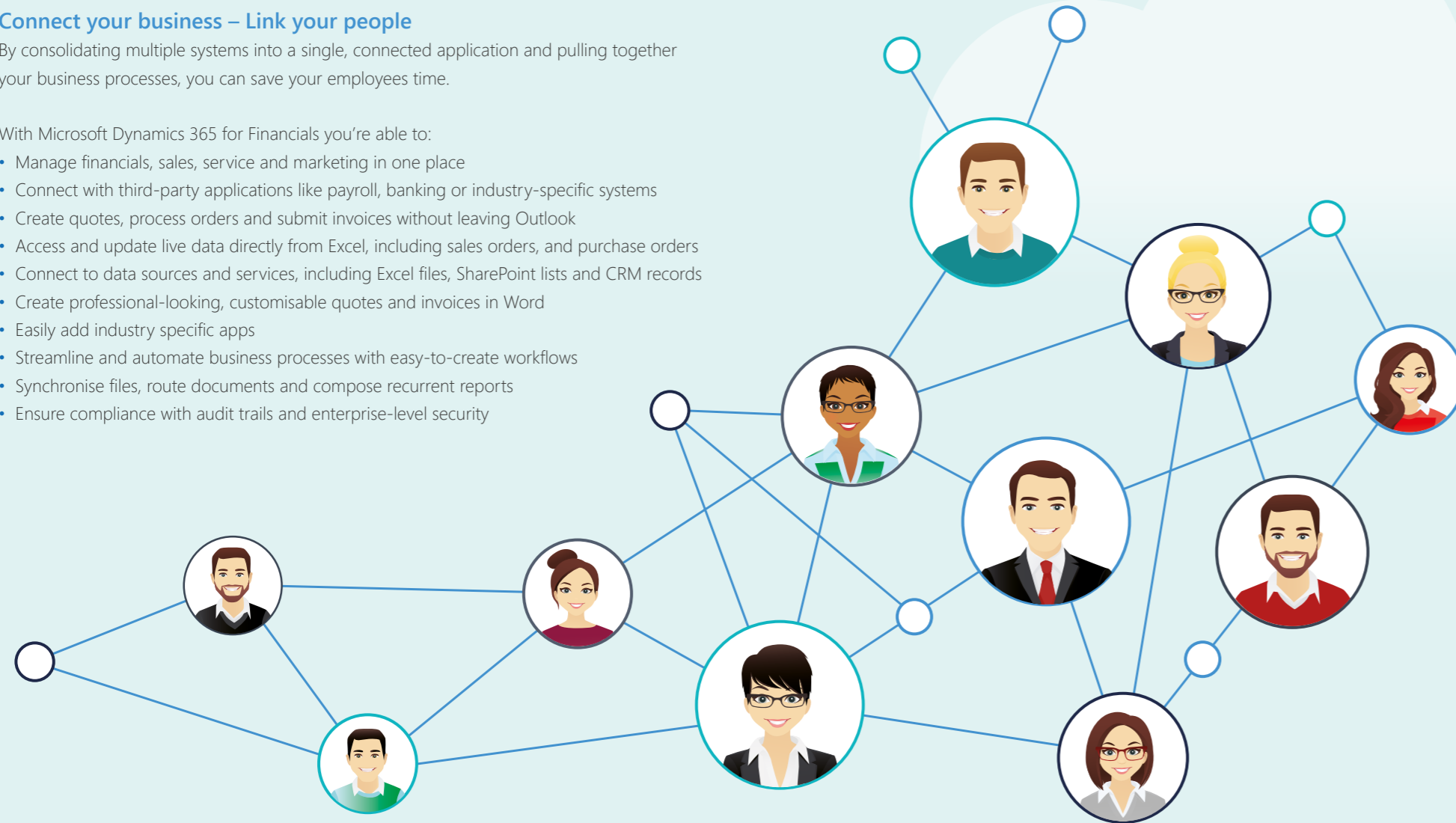**Enterprise Edition**

Business Edition

What can Microsoft Dynamics 365 for Financials do for you?

Connect your business – Link your people

By consolidating multiple systems into a single, connected application and pulling together your business processes, you can save your employees time.

With Microsoft Dynamics 365 for Financials you're able to:

• Manage financials, sales, service and marketing in one place
• Connect with third-party applications like payroll, banking or industry-specific systems
• Create quotes, process orders and submit invoices without leaving Outlook
• Access and update live data directly from Excel, including sales orders, and purchase orders
• Connect to data sources and services, including Excel files, SharePoint lists and CRM records
• Create professional-looking, customisable quotes and invoices in Word
• Easily add industry specific apps
• Streamline and automate business processes with easy-to-create workflows
• Synchronise files, route documents and compose recurrent reports
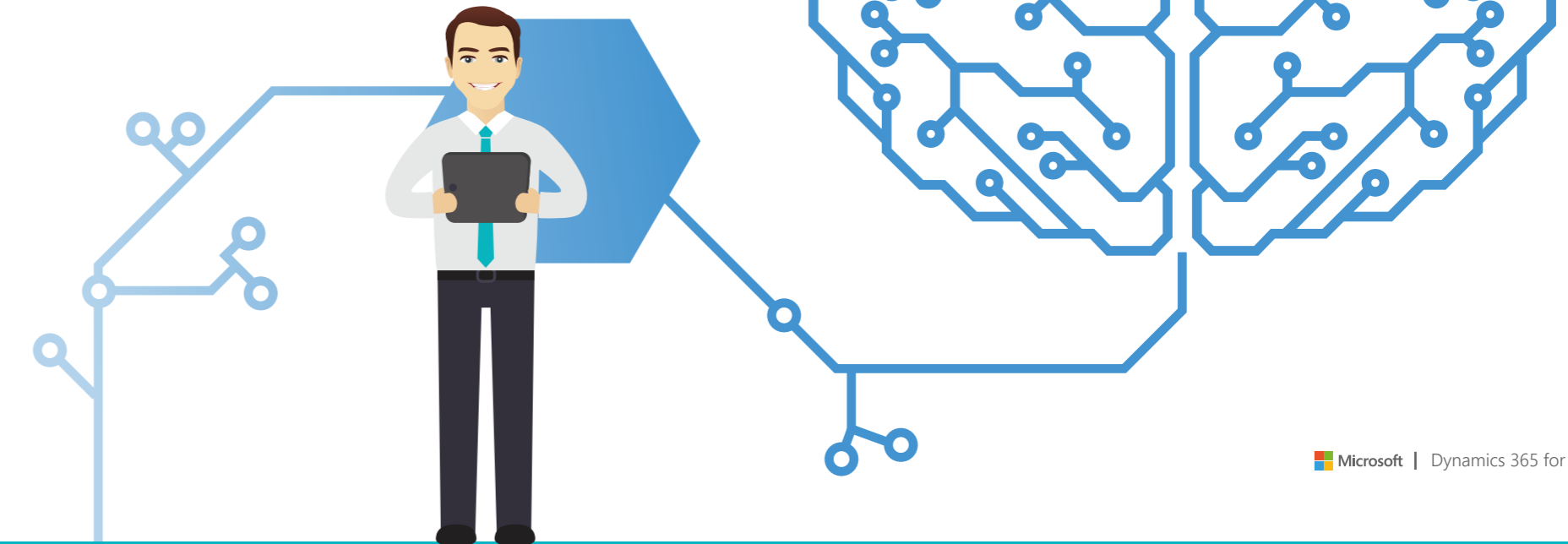• Ensure compliance with audit trails and enterprise-level security

Make better decisions

With built-in intelligence, you'll get a complete and accurate picture of your business from one centralised source where data from accounting, sales, purchasing, and inventory is collated and accessed easily by all relevant staff.

This real-time data will help you to spot trends, prevent issues, and deliver a consistently first-class customer experience.

You can gain deeper insight with advanced analytics and perform ad hoc, customised reporting by analysing data across multiple dimensions. Microsoft Power BI will also allow you to create custom dashboards for real-time analysis.

Start and grow easily

You'll want to ensure that the launch of any new software is as hassle-free as possible.

With its familiar Office interfaces, Microsoft Dynamics 365 drives quicker adoption and reduces training time. This allows you to get started quickly in the cloud with what you need and add other applications at your own pace as the business grows.

From the outset you can handle business processes like quotes, orders, invoicing, purchasing, cash management, and reporting quickly and efficiently.

Accessible from a desktop, laptop, tablet or phone, employees get one consistent experience that's secure across Windows, iOS, and Android.

With flexible licensing plans, adaptable business applications and a scalable database you can easily manage growth.

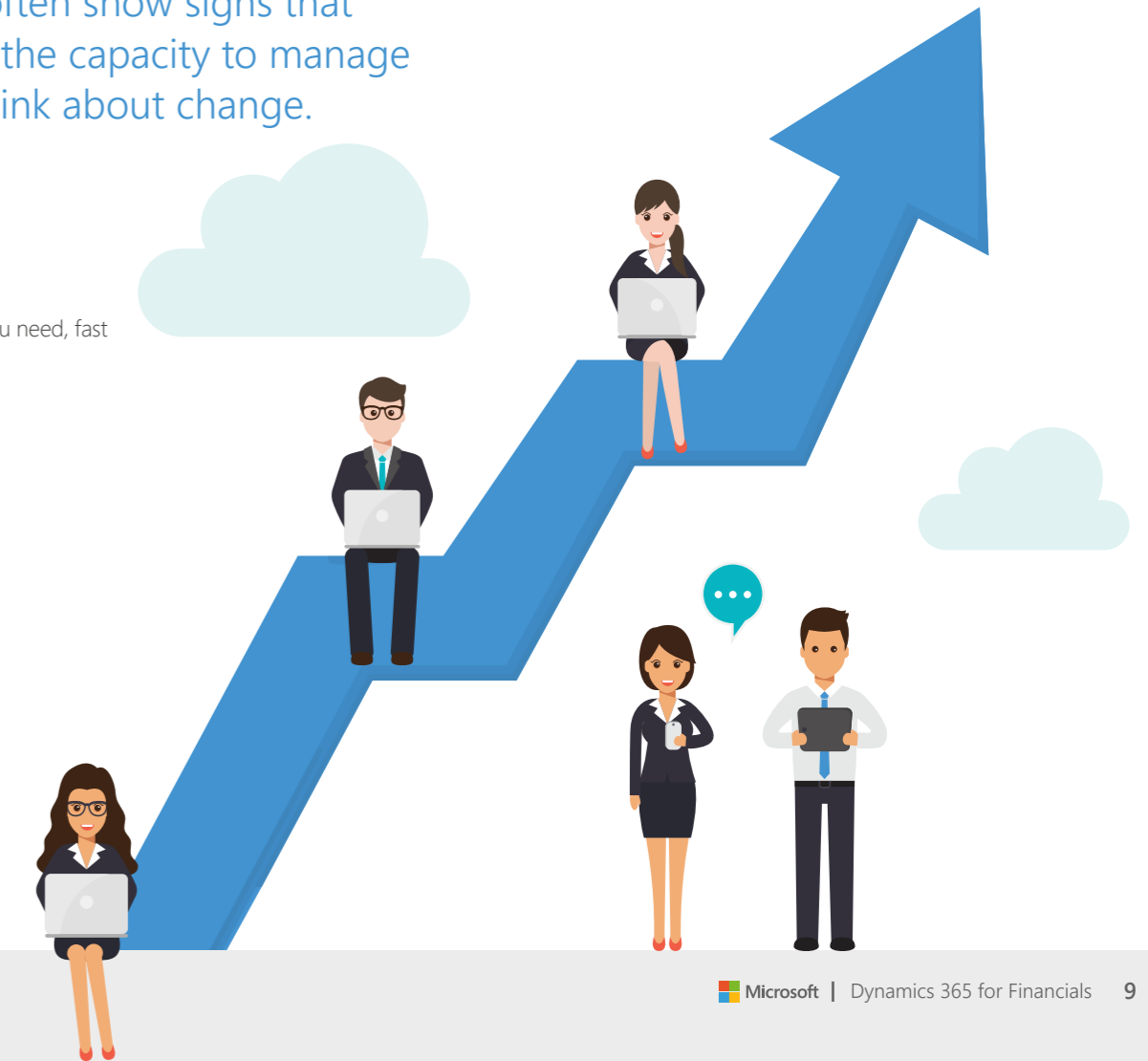**BOOK A TRIAL OF MICROSOFT DYNAMICS 365 FOR FINANCIALS**

Why should you change to Microsoft Dynamics 365 for Financials?

As an SMB, efficiency and productivity are key to the success and growth of your business. Many businesses often show signs that their current financial solution doesn't have the capacity to manage potential growth, this is when you should think about change.

Key indicators for change:
- Too much duplicated data entry
- Accounts managed in spreadsheets
- Disparate systems with islands of information – making it harder to find what you need, fast
- Reporting is complex and time consuming with little or no insight
- Lack of flexibility to grow and adapt to new markets
- Limitations to number of users
- Issues with speed due to increased transactions
- The need to automate more than just accounts

Major benefits of Microsoft Dynamics 365 for Financials:

When you choose Microsoft Dynamics 365 for Financials you can be up and running from day one with access to easier and faster ordering, selling, invoicing and reporting.

You can replace your many disconnected systems with one intuitive solution that will allow you to complete full workflow tasks without switching applications.

Microsoft Dynamics 365 also allows you to pay for what you need when you need it, giving you a flexible way to run your business software.

- Greater business insight
- No expensive cost for IT infrastructure
- Built-in business intelligence
- Up and running quickly with very little consultancy
- Allows your business to grow when it's right for you

- Apps blend big data, advanced analytics and Internet of Things
- Pay for what you use with a single cost per user, per month
- Familiar look and feel to existing Microsoft solutions such as Office
- Automatic migration to the latest version, eliminating upgrade costs

- Employees have access to all the tools they need to be effective and efficient
- Improved insight means better decisions, delivering enhanced customer service
- Common data model (CDM) means no more siloed information or functionality
- Built-in application integration eliminates the need for days of consultancy

Expand your business software through AppSource

AppSource is Microsoft's online marketplace that gives you direct access to purpose-built apps for Microsoft Dynamics 365.

Here you can search for the latest applications by category or industry and find the ones that relate to your sector or business needs. You can then download it for a trial period to check its suitability before acquiring it.

The apps, services or modules have been built by approved Microsoft partners for specific use with Microsoft Dynamics 365. Using this platform, you can spread the cost of additional applications per user, per month.

What's next for Microsoft Dynamics 365 Business Edition?
After the UK release of Microsoft Dynamics 365 for Financials, Microsoft will launch:
- Microsoft Dynamics 365 for Sales
- Microsoft Dynamics 365 for Marketing
- Microsoft Dynamics 365 for Customer Service

Want to learn more?

Here are a few links to further information
about Microsoft Dynamics 365 for Financials:

Microsoft Dynamics 365 website
Microsoft Dynamics 365 for Financials website
Microsoft Dynamics 365 for Financials Overview Video
Microsoft Appsource
Microsoft AppSource video